

Grow your career.
Level up for the future.

Schulich Mini-MBA: Dentist Business Leadership Program

The only program of its kind in Canada designed specifically for Dentist entrepreneurs.



KREMBIL CENTRE
for Health Management & Leadership



Program Insights Include:

- Leading a customer-focused dental practice
- Leveraging business skills and financial expertise to grow a dental practice
- Exploring the entrepreneurial landscape in dentistry, WIN Thinking, managerial finance, innovation, and new business models.
- Understanding the dental regulatory environment

Please note: The program is designed for dentist entrepreneurs and practice managers who want to build their practice and enhance their business management skills.

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18-day program



Book this program [online](#)

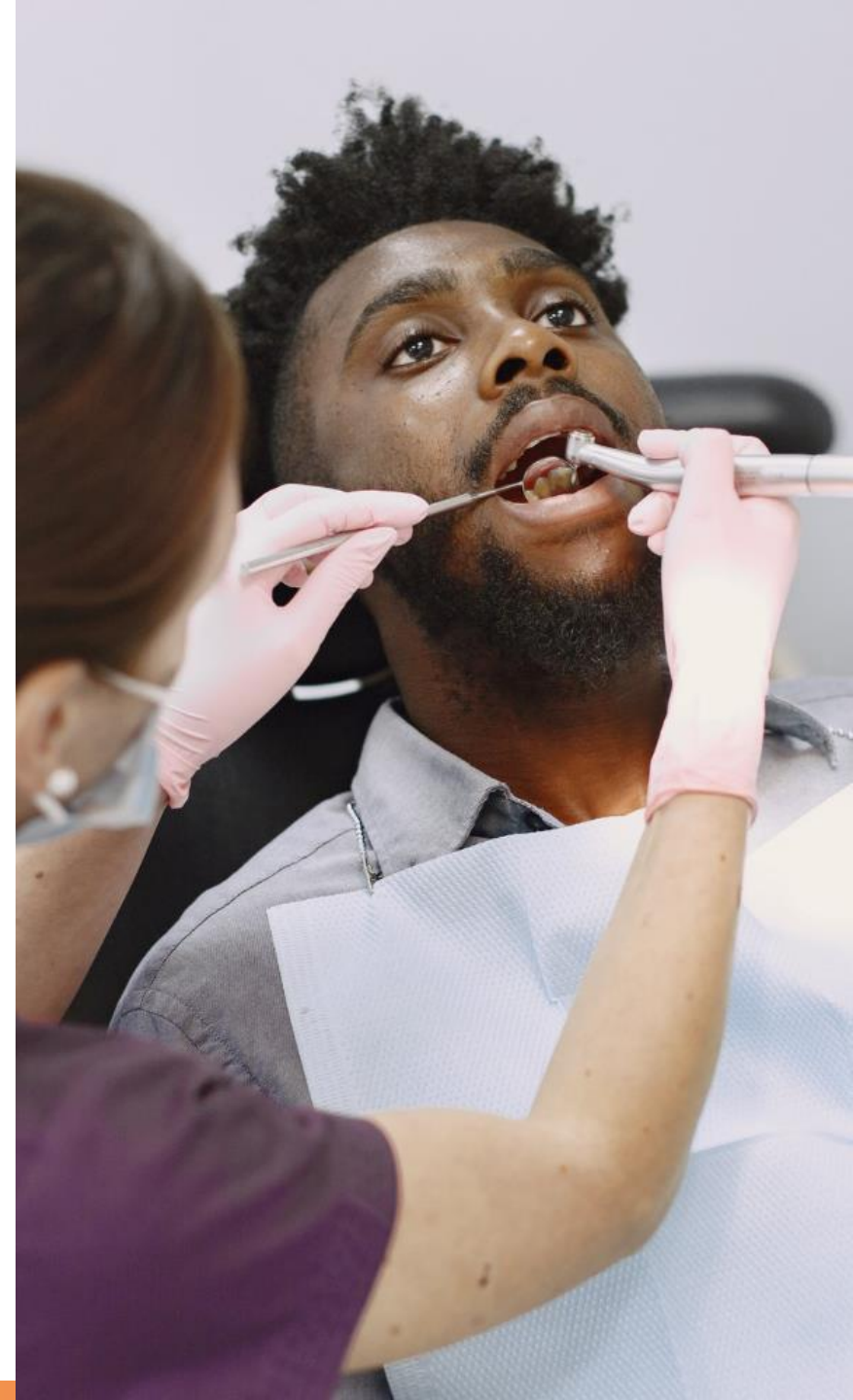


Gain the essential management competencies in a time frame that works for you.

Finally, there is a program that delivers current MBA subjects in a practical time frame for busy Dentists. Schulich ExecEd has pioneered a concise mini-MBA just for dentists to provide you with current, robust business competencies directly applicable to your practice.

This 18-workshop program takes place over 6 months and is designed as a technology-enhanced program, allowing for highly interactive classroom experiences that are supplemented with online materials and pre-session reading at your own pace. Participants will gain knowledge and insights in a range of MBA subjects including strategic management, marketing, finance and human resources, preparing them to become more effective managers in their organization and beyond.

1. Develop and implement a hands-on Personal Entrepreneurial Project designed to help you grow your practice
2. Group and Individual Coaching
3. Learn with top MBA instructors from Canada's #1 Business School and leading dental practitioners
4. Fireside chats with distinguished guest speakers, subject matter experts and industry leaders
5. Learn how to successfully build and run your practice
6. First of its kind program in Canada designed specifically for Dentist leaders
7. Receive the Schulich Mini-MBA certificate continuing education credits and advanced standing towards your Certified Health Executive designation through the Canadian College of Health Leaders, as part of the program
8. Schulich gift pack including an official Schulich-branded hoodie



Rami Mayer
Executive Director,
Schulich ExecEd



Joseph Mapa
Krembil Chair in Health Management & Leadership, SSB, and former Pres. & CEO, Mount Sinai Hospital



Student Testimonials



Christopher Blair

Owner, Palermo Village Dental

This was an amazing journey of learning from experts and experienced classmates. I wish this was available 15 or 20 years ago, but all good things happen when their time is due. The next class is in for an even better experience as, undoubtedly, the faculty will grow this program!



Suzanne Baptista

Owner, Dr. Suzanne Baptista
Dentistry

This was such a wonderful experience learning alongside my fellow dental colleagues across Canada. Thank you to the industry experts for sharing your knowledge with us. I feel privileged to have been part of the inaugural class at Schulich School of Business - York University.



Neil Silver

Dentist, Sheridan Dental Centre

Astute insights played an integral role in an already enlightening program. I thought I had a firm understanding of the 'business' of dentistry but my eyes were definitely opened to another level of possibilities.



Sarah Hulland

Paediatric Dentist, ABC Pediatric
Dentistry

Thank you for such a comprehensive program with such a broad range of experts from within our dental community.

I echo Chris Blair's sentiments that this would have been such a boon within 5 years of graduation. I encourage future dentists to consider this program as a 'Must Have' next step in their educational journey.



Yamen Ghamian

Partner, Centrum Dental Centre

There was lots of learning in this program, that was the easy part. Now the hard part: implementing.

Here's to being a better leader for my team and my community.

Program Modules

Completely Online in the Virtual Classroom / 18 workshops over 6 months / Thursdays from 6-9pm EST

Module 1	Module 2	Module 3	Module 4	Module 5
WIN Thinking / Leading Healthcare Transformation	Managerial Finance	Strategic Management 1	Strategic Management 2	The Business of Dental Clinics 1
Module 6	Module 7	Module 8	Module 9	Module 10
Negotiation Strategy	Leading with Emotional Intelligence	Giving & Receiving Feedback & Managing Difficult Conversations	Marketing & Brand Strategy 1	Marketing & Brand Strategy 2
Module 11	Module 12	Module 13	Module 14	Module 15
Dental Law	Essentials of HR Management	Cybersecurity	Optimizing Daily Business Operations	Strategic Stakeholder Management
Module 16	Module 17	Module 18		
Entrepreneurship and Innovation in Healthcare	How Dental Care is Organized	Panel Discussion / Dragon's Den / Graduation		

Please note: due to faculty availability, subject order may change.

Program Faculty

Learn from the best.

Michael Glogauer, DDS, PhD, Dip Perio

Program Director, Schulich Mini-MBA: Dentist
Business Leadership Program



Beppino Pasquali, CPA, CA

Wissam AlHussaini, PhD

Haniyeh Yousofpour, PhD, MBA,
PMP, PE Certified

Eric Pook, B.Comm. Cum Laude

Gail Levitt, PhD

Carlo Biasucci, BSC., DDS

Ali Daneshvar, IBBA, JD, MBA

Stephen Friedman, MA Psych

Sanjay Dhebar

Jeff MacInnis

Carlos Quiñonez, DMD, MSc,
PhD, FRCD(C)

Andrea Chan, CPA, CA

John Maggiras, BSc, DDS

Nicola Deall

Megan Mitchell

Maik Rehfeldt

Anne Genge

Cindy Mark

Cy Charney

Alex Zlatin, BSc, MBA

Program Content

Welcoming remarks by Dr. Michael Glogauer, UHN Dentist-in-Chief; Rami Mayer, Schulich ExecEd Executive Director; Maik Rehfeldt, CEO HANSAmед; Andrea Chan, MNP Regional Managing Partner



Module 1

WIN Thinking Program Launch

The WIN Thinking is a highly experiential business results-focused Program Launch event. Dentists will be engaged and active as they discover leadership frameworks and techniques to pursue the best version of themselves and ideate about their Personal Entrepreneurial Project.

Leading Healthcare Transformation

Set the context for transforming yourself and your organization/dental practice. Understand your own talent and leadership makeup through LeaderGENE assessment. With a focus on self-awareness and natural style tendencies, participants will be taken through a debrief of their results, leadership norms will be shared, as well as ideas for how to leverage and shift style to meet the needs of your practice.

Module 2

Managerial Finance

This session provides an opportunity to learn about investment and financing. The investment decision allocates scarce resources to projects in a business and involves asset valuation and capital Schulich Mini-MBA: Dentist Business Leadership Program.

Program Content



Module 3

Strategic Management 1

Examine strategic roles played by dentists and stakeholders, such as hospitals, governments, and regional authorities, as well as their decision-making and accountability structures. This module also examines costs and financing; consolidation and clinical integration; challenges and threats. Strategic concepts in various management and multi-disciplinary settings, changing technologies and methods of health delivery will be illustrated.

Fireside Chat

Dental Industry thought leader fireside chat with Dr. Michael Glogauer

Module 4

Strategic Management 2

Building on the Strategic Management 1 session, this workshop focuses on developing a robust business strategy to deal with new entrants and competition. The session also examines methods to highlight your unique selling proposition to differentiate your practice from others to make it stand out.

Module 5

The Business of Dental Clinics

This module focuses on Dental Practice Appraisal and Identifying key metrics that impact Appraisal. Factors involved in buying & selling a practice and issues surrounding associating with, purchasing or joining a dental corporation will also be presented.

Program Content



Module 6

Negotiation Strategy

Few skills are as important to dental leaders as the ability to negotiate, persuade and influence others. In this session, we examine evidence-based approaches to building agreement between parties. This session will describe how to best prepare for a negotiation, how to identify whether potential agreements are good or bad, and how to be most persuasive when presenting offers.

Module 7

Leading with Emotional Intelligence

Maximize your leadership effectiveness and management influence using advanced EQ techniques. Emotional Intelligence refers to a set of emotional and social skills and competencies that influence the way we perceive and express ourselves, develop and maintain social relationships, cope with challenges, and use the information in emotions in effective and meaningful ways. This session explores how you can leverage EQ competencies and apply current EQ tools and techniques to enhance performance and productivity. You will learn how to increase your leadership capacity and overall performance by benchmarking, leveraging, and setting plans for intentionally developing your EQ.

Program Content



Module 8

Giving and Receiving Feedback and Managing Difficult Conversations

In this session, participants will learn about strategies and techniques for powerful, compelling, and impactful communications, including successfully giving and receiving feedback. Topics also include conflict management styles that highly effective managers use and managing challenging conversations.

Participants will be provided with frameworks and best practices that lead to more successful conversations in both personal and professional settings. The skills gained in this program are accessible and easy to put into action immediately.

Module 9

Marketing & Brand Strategy 1

Explore leading empirical evidence and practices today for conceiving and executing a marketing strategy as well as building strong brands and businesses. Describe how behavioural economics and neuroscience inform our knowledge of how to positively impact consumer buyer behaviour today.

Program Content



Module 10

Marketing & Brand Strategy 2

This session will examine some of the world's top companies and how they successfully executed their marketing and brand strategy. We will explore opportunities for Dentists to increase their marketing and brand presence in their own marketplace

Module 11

Dental Law

This module focuses on the legal and regulatory considerations of starting, purchasing, operating, expanding, and selling a Dental Practice. We will cover topics such as Employment Law, Corporate Law, Tax Law, IP Protection, Regulatory Compliance and Leasing. We will also cover Letters of Intent, Asset Purchase Agreements and Share Purchase Agreements.

Module 12

Essentials of HR Management

Learn HR from a managerial standpoint with new perspectives on actively managing your own practice. How do we attract and recruit staff and manage support staff issues?

Fireside Chat

Dental Industry thought leader fireside chat with Dr. Michael Glogauer

Program Content



Module 13

Cybersecurity

What is cybersecurity in relation to your dental practice and why does it matter? We will examine these questions during this session, as well as discuss the main risks/threats, including Social Engineering, Phishing, Ransomware, and Safe Email Use. This session will also cover the basic safeguarding strategies you need to have in place to protect your practice.

Module 14

Optimizing Daily Business Operations to Increase Practice Growth and Profitability

What are some of the best practices to better manage your dental clinic to increase growth and profitability? What can I do to improve business operations and increase patient satisfaction at the same time? This session is designed to explore these questions and to provide dentists with tips to improve their daily business operations.

Module 15

Strategic Stakeholder Management

Dentists work with many stakeholders: Government, suppliers, community, media, patients, regulatory bodies, clinical staff, families and associations. This session is designed to provide you with tools to develop an effective strategy for managing both internal and external stakeholders.

Module 16

Entrepreneurship and Innovation in Healthcare

Explore the entrepreneurial landscape in healthcare, the role of disruptive technologies, innovation, new business models, leveraging public-private partnerships, understanding complex regulatory requirements, and the need for human capital. This module explores value creation through the art and science of business planning to drive investment, innovation and transformation in healthcare.

Program Content



Module 17

How Dental Care is Organized, Financed and Delivered and How Changes will Impact the Future of Dentistry

Examine how dentistry is governed and managed, funded and paid for, and who and how it is delivered; the role of sub-national, national and international public and private agencies and markets; and how the political economy of dentistry is changing.

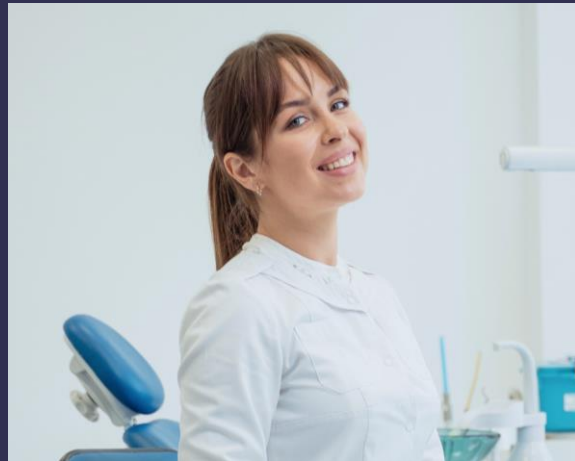
Module 18

Module 18 – Final Group Presentations to the Dragon’s Den

Final group presentations to the “Dragon’s Den” Executive Panel with Dr. Michael Glogauer, UHN Dentist-in-Chief; Maik Rehfeldt, CEO, HANSAmid; Andrea Chan MNP Regional Managing Partner/Graduation.

Graduation

Who Will Benefit



Dentists

Dentists who are starting or expanding their practice will develop entrepreneurial mindsets fit for today's dental industry and the business strategies to build and run a successful practice.



Mid-Career Leaders

Dental professionals in leadership roles will prove their business acumen in the context of dental practices and be prepared for more senior-level positions.

Completion **Benefits**

After completing the Schulich Mini-MBA: Dentist Business Leadership Program, you'll receive an authentic digital badge from the #1 business school in Canada that employers will recognize.

As more and more companies look for candidates with specific skills, this badge on your CV will be a credible assurance of your achievements and expertise, allowing the right roles to find you faster.



Schulich Mini-MBA Certificate

Awarded when a series of more extensive programs are completed and a greater skill set achieved.

Why a Schulich **Mini-MBA**?

There will no longer be a single transition from graduation to work in one's life.

Because few of us have the same job for life, we constantly have to re-invent ourselves, learn new skills and adapt to the changing marketplace and business environment. Today's professionals and executives must be able to quickly develop and fine-tune personal business skills to adapt and grow.

We are #1 Business School in the country

We have the privilege of being ranked #1 and teaching top students from around the world.

Our Program is Unique

Distinction from growing competition in the job market.

We Provide a Combination of Skill Specialization & Range

Deepen your current skills and acquire new ones.



About Schulich ExecEd

At Schulich ExecEd, the professional development arm of the world class Schulich School of Business, all our programs are non-degree, mid-career acclaimed qualification that employers recognize and that you can add to your CV.

We Provide:

- Short programs building an individual business skill have industry recognized credentials for that skill
- Certificate programs build a wider skill set with a number of key skills
- Masters Certificates are an intense dive into Leadership, Management or specific Business skillsets. This is our highest mid-career professional development business school certification

Key Stats:

- Ranked #1 business school in Canada
- Ranked #12 in global MBA ranking
- Educated over 80,000 professionals across the world.
- Delivered over 4,000 programs virtually and in-person
- 96% of our graduates used knowledge or skills from the program on the job
- 87% of our graduates reported improved job performance
- Worked with over 500 companies worldwide

Over 450 leading faculty in areas of management, leadership, communications, finance, marketing, business development and strategy



Registration Details

Program Fee

\$16,500 CDN + applicable taxes

- Fee includes program tuition and teaching materials.
- A \$1,000 non-refundable deposit is required to enrol in the program.
- Payment of \$16,500 CDN plus taxes.
- Schulich ExecEd's liability is limited to reimbursement of paid tuition fee.
- Contact us about multiple registration discounts from one organization.
- Modules, speakers, topics, dates and fees are subject to change.
- Please note: access to our learning portal requires a modern browser.

Completely Online

Thursdays 6 - 9pm

(See schedule on page 5)

Technical Requirements

See: execed.schulich.yorku.ca/technical-requirements-for-e-learning-programs/

Administrative Inquiries

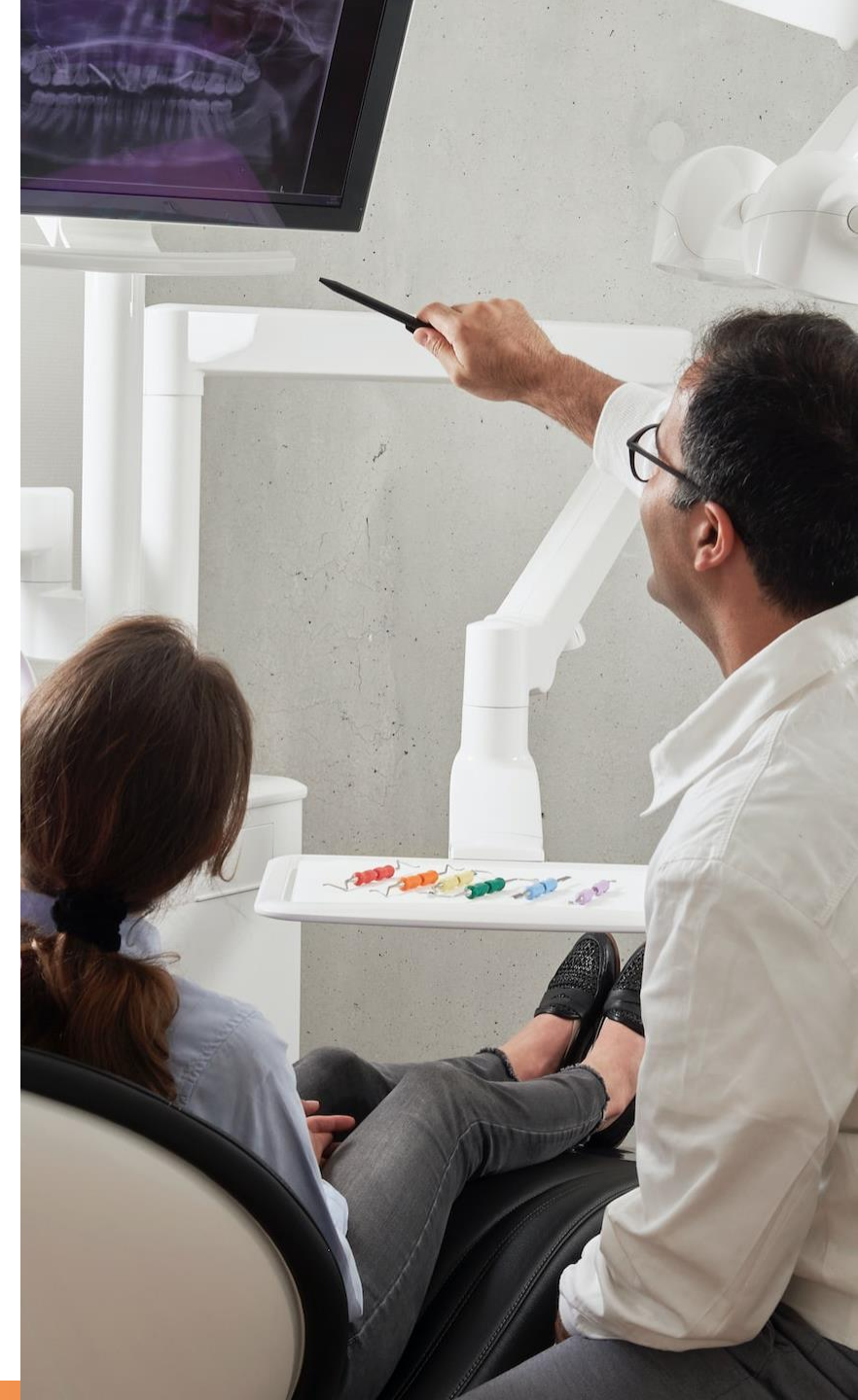
Email: rlynn@schulich.yorku.ca



Find Out More Today!

To register or sign up for an info session, visit the program webpage:

seec.online/dentist-mini-mba





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